



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, July 7, 2016 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES FOR APPROVAL: 8/4/2016

MEMBERS PRESENT

Tom Burns, Kent County, Professional Member, Chairperson, Presiding
Barbara Brodoway, New Castle County, Public Member
Virgil Bullis, Professional Member, Sussex County
Denise Tatman, Sussex County, Public Member
Donna Klimowicz, New Castle County, Professional Member (arrived 9:40 a.m.)
Elaine Woerner, New Castle County, Professional Member
Debbie Oberdorf, Kent County, Professional Member
Michael Rushe, Kent County, Public Member

MEMBERS ABSENT

Casey Price, Sussex County, Professional Member, Vice Chairperson

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Sandra Wagner Administrative Specialist III
Maria Higdon Administrative Specialist II

OTHERS PRESENT

Lisa Somelofske, DAR

CALL TO ORDER

Mr. Burns called the meeting to order at 9:32 a.m.

REVIEW OF MINUTES

Ms. Tatman moved, seconded by Ms. Brodoway to approve the minutes June 2, 2016 with changes. Motion unanimously carried.

UNFINISHED BUSINESS

Discuss Topics and Timelines for Annual Seminar

The Committee reviewed the order that Ms. Kelly picked for the Annual Seminar skit. The Committee discussed the order and felt that the order was perfect for hitting a lot of the areas in which would make a really good skit for the real estate professionals.

The Committee spoke about having Ms. Wagner contact Dave Smalls to see if he would have someone available to talk about Septic for the Annual Seminar. Ms. Kelly spoke to the Committee about the timing of the seminar and asked if they felt they had enough time to get everything in order by the Commission's September meeting. After discussion, the Committee felt that it would be a stretch to try and have everything in place by September, given that Ms. Wagner would have to have agenda and flyer ready by end of July. The Committee asked if Ms. Kelly and Ms. Wagner could ask the Commission to think about changing the Annual Seminar to November. November would give everyone involved the time needed to prepare and rehearse.

Ms. Kelly and Ms. Wagner will talk to the Commission at their July meeting.

NEW BUSINESS

UPDATE from the Commission

Mr. Burns informed the Committee that the Commission approved all of our recommendations. The Commission endorsed the subcommittee of Ms. Kalvinsky, Mr. Bullis, Ms. Brodoway, and Mr. Tarburton.

Review of Course Provider Applications

Ms. Woerner moved, seconded by Mr. Bullis, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: The CE Shop

Course Title: Enhance Your Brand and Protect Your Clients with Data Privacy & Security **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Uncle Sam Has Homes for Sale: Listing and Selling HUD Homes **Approved**

Module(s): 7

Credit Hours: 3.0

Course Title: Roadmap to Success: Business Planning for Real Estate Professionals **Approved**

Modules(s): 7

Credit Hours: 3.0

Course Provider: Council of Residential Specialists

Course Title: CSR 204 "Buying and Selling Income Properties" **Approved**

Module: 6 & 7

Credit Hours: 6.0

Course Provider: Delaware State Housing Authority

Course Title: Delaware State Housing Authority – Home Buyer Purchase Programs **Approved**

Module: 7

Credit Hours: 3.0

Course Provider: The Fredrick Academy of Real Estate

Course Title: Agency: The Law **Approved**

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Module: 7

Credit Hours: 3.0

Course Provider: Long & Foster Institute of Real Estate

Course Title: Realty Safety and Self Defense **Approved**

Module: 6

Credit Hours: 6.0

Course Title: Delaware 99 Hour Pre-Licensing Course **Approved**

Modules(s): Pre-licensing

Credit Hours: 99.0

Course Title: Delaware 99 Hour Pre-Licensing Course **Approved**

Modules(s): Pre-licensing

Credit Hours: 99.0

Course Provider: Omega Real Estate School

Course Title: Agency, Fair Housing & Ethics **Approved**

Modules(s): 1

Credit Hours: 3.0

Course Title: The Delaware Statewide Listing Agreement **Approved**

Modules(s): 3 (New Licensee)

Credit Hours: 3.0

Course Title: Real Estate Professional **Approved**

Modules(s): 4 (New Licensee)

Credit Hours: 3.0

Course Title: Obtaining & Retaining Listings **Approved**

Modules(s): 7

Credit Hours: 3.0

Course Title: The Agreement of Sale **Approved**

Modules(s): 2 (New Licensee)

Credit Hours: 3.0

Course Title: The Agreement of Sale & the Listing Agreement **Approved**

Modules(s): 3

Credit Hours: 3.0

Course Title: How Has Technology Impacted the Real Estate Business? **Approved**

Modules(s): 4

Credit Hours: 3.0

Course Title: The Agony, Ecstasy of Co-Broking **Approved**

Modules(s): 2

Credit Hours: 3.0

Course Title: Your Promise to Professionalism **Approved**

Modules(s): 1 (New Licensee)

Credit Hours: 3.0

Course Provider: Sterling Education Services

Course Title: Landlord Tenant Law: Lease Agreements, Defaults and Collections **Approved**
Modules(s): 6 & 7 together
Credit Hours: 8.0

Course Provider: Sussex County Association of REALTORS

Course Title: Real Estate Professionalism **Approved**
Modules(s): 4 (New Licensee)
Credit Hours: 3.0

Course Title: Buyer Presentation **Approved**
Modules(s): 2 (New Licensee)
Credit Hours: 3.0

Course Title: Seller Presentation **Approved**
Modules(s): 3 (New Licensee)
Credit Hours: 3.0

Course Title: Legislative Issues **Approved**
Modules(s): 5
Credit Hours: 3.0

Course Title: Office Management **Approved**
Modules(s): 4
Credit Hours: 3.0

Course Title: Systematizing for Success **Approved**
Modules(s): 7
Credit Hours: 3.0

Course Title: Real Estate Documents **Approved**
Modules(s): 3
Credit Hours: 3.0

Course Title: Success is Not an Accident **Approved**
Modules(s): 4 & 7
Credit Hours: 3.0

Course Title: The Real Estate Professionals Tool Kit **Approved**
Modules(s): 2, 4 & 5
Credit Hours: 9.0

Course Title: Investing in Commercial Real Estate **Approved**
Modules(s): 6
Credit Hours: 3.0

Course Provider: Ward & Taylor, LLC

Course Title: Real Estate Jeopardy – Office Management and Legislative Issues **Approved**
Modules(s): 4 or 5 not both
Credit Hours: 3.0

Course Title: Real Estate Jeopardy – Real Estate **Approved**

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Documents and Practices

Modules(s): 3 & 6

Credit Hours: 3.0

Course Title: Agency & Fair Housing **Approved**

Modules(s): 1

Credit Hours: 3.0

Course Title: Disclosures **Approved**

Modules(s): 5

Credit Hours: 3.0

Course Provider: WREG

Course Title: PSA Mastering the CMA **Approved**

Modules(s): 6 & 7

Credit Hours: 6.0

Course Provider: Delaware Association of REALTORS

Course Title: Short Sale, Pre-Foreclosures and **Approved**

Distressed Property

Modules(s): 6

Credit Hours: 3.0

Course Title: Be a Hero to Your Client **Approved**

Modules(s): 6

Credit Hours: 3.0

Course Title: RESPA RULE 8 **Approved**

Modules(s): 6

Credit Hours: 3.0

Course Title: Real Estate "Jeopardy" – Legislative Issues **Approved**

Modules(s): 5

Credit Hours: 3.0

Course Title: How has Technology Impacted the Real Estate Business **Approved**

Modules(s): 4

Credit Hours: 3.0

Course Title: Risk Management **Approved**

Modules(s): 4

Credit Hours: 3.0

Course Title: 50 Shades of Contracts: An Advanced Look at the **Approved**

Agreement of Sale

Modules(s): 3

Credit Hours: 3.0

Course Title: Real Estate Documents **Approved**

Modules(s): 3

Credit Hours: 3.0

Course Title: Ethics **Approved**

Modules(s): 2

Credit Hours: 3.0

Course Title: Agency & Fair Housing **Approved**
Modules(s): 1
Credit Hours: 3.0

Course Title: Credit 101 **Approved**
Modules(s): 7
Credit Hours: 3.0

Course Title: Pricing Strategies – Mastering the CMA **Approved**
Modules(s): 6 & 7
Credit Hours: 6.0

Course Title: Legislative Issues **Approved**
Modules(s): 5
Credit Hours: 3.0

Course Title: Ethics **Approved**
Modules(s): 2
Credit Hours: 3.0

Course Title: Agency & Fair Housing **Approved**
Modules(s): 1
Credit Hours: 3.0

Review of Instructor Applications

Ms. Klimowicz moved, seconded by Ms. Tatman, to recommend approval, denial, or tabling, of the following items as noted below. Motion passed with majority vote.

William Brady **Approved for 6 & 7**
Continuing Education: Module 7 – Landlord Tenant Law: Lease Agreements, Defaults and Collections
Broker's Course: Ethics

Richard Barkasy **Approved_ 6 & 7**
Continuing Education: Module 2 – Landlord Tenant/Tenant Evictions, Courts & Litigation, Ethical
Consideration in Landlord Tenant Law

Marc Cunningham **Approved for 7 only**
Continuing Education: Module 4 & 7 – Property Management

John Kerrigan **Approved**
Continuing Education: Module 7 – Lead, Radon Water, Construction, Personality Typing, NLP, Stucco, Pest
Control, Mold

Joseph Loughran Jr. **Approved for 7 only**
Pre-Licensing: Orientation, Real Estate Sales

CORRESPONDENCE

No Correspondence

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns asked Ms. Kelly if the newly established Committee for revamping the Broker's Course would be able to meet in an open forum or do they have to meet in a state office. Ms. Kelly stated that all meetings whether committee or sub-committee would need to meet in a state building. The sub-committee would still need to have a staff member present to take minutes. Ms. Tatman stated that the Commission's sub-committee would always meet right after the Commission's regularly scheduled meeting. The Sub-Committee members would need to coordinate with the Division's staff member when they would like to meet, so the meeting would be on the online calendar for public to be able to attend.

PUBLIC COMMENT

There was no public comment


NEXT SCHEDULED MEETING

The next meeting will be held on Thursday August 4, 2016 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Brodoway moved, seconded by Ms. Klimowicz, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:00 a.m.

Respectfully submitted,



Sandra Wagner
Administrative Specialist III